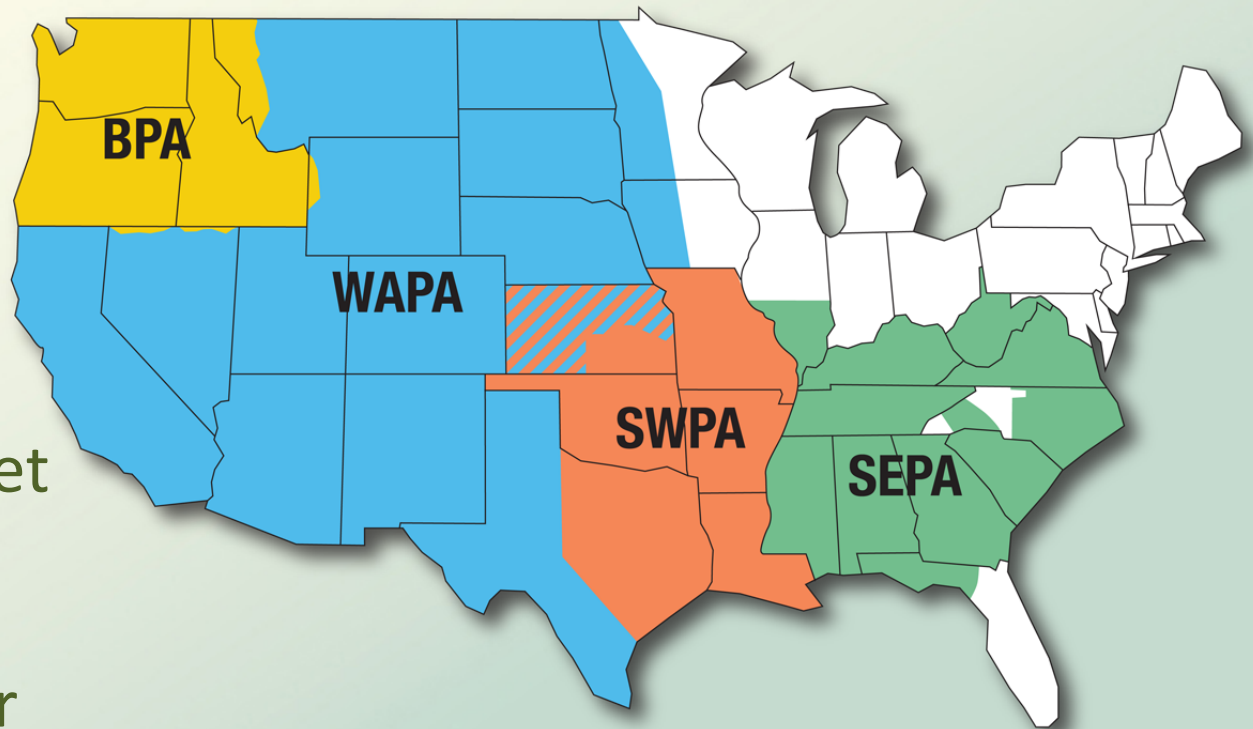


Western Area Power Administration Small Business Presentation

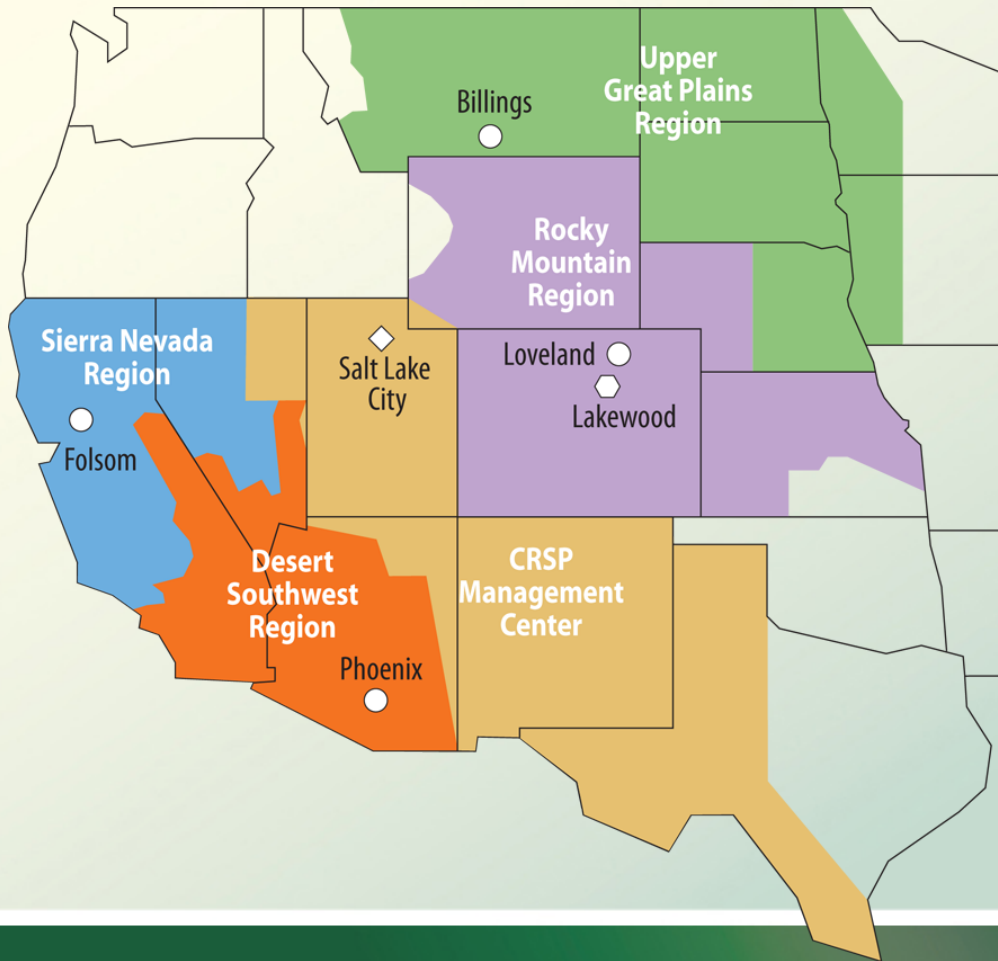


Power Marketing Administrations

- Part of the Department of Energy
- One of four PMAs
- Role is to market and transmit electricity from multi-use water projects



Western's mission and vision



- **Mission:** Market and deliver clean, renewable, reliable, cost-based federal hydroelectric power and related services
- **Vision:** Continue to provide premier power marketing and transmission services to our customers, as well as contribute to enhancing America's security and sustaining our nation's economic vitality

How Western is organized

- Headquarters
- Four Regional offices
- Customer Service Center
- Washington Liaison office
- 41 additional Field offices



Our people

We have 1,435 Federal and several hundred support services contract employees



Our role in providing energy



- Market clean hydropower
- Transmit it to customers
- Control parts of the energy grid
- Manage interties
- Provide open access to transmission

FY 2013 PMA Statistics (draft)

	Transmission lines (miles)	Substations (all voltages)	Powerplants ¹	Installed capacity (MW)	Customers ²	Total Power & Transmission Rev (millions of dollars)	Sales (billions of kWh)	Percent of sales in marketing area
Bonneville	15,276	262	31	22,364 ³	146	\$3,318 ⁴	96.7 ⁶	33% ⁷
Southeastern	N/A	N/A	22	3,392	486	\$272	5.4	2%
Southwestern	1,380	25	24	2,174	102	\$176.1 ⁵	4.1	4.5% ⁸
Western	17,201	315	57 ⁹	10,504	688	\$1,315	35.2	6%
Total	33,730	609	134	38,437	1,555	\$4,923	135.8	N/A

1. Plants are primarily owned by the federal government and operated primarily by the U.S. Army Corps of Engineers and the U.S. Bureau of Reclamation. Production is marketed by the power marketing administrations.
2. Includes firm and nonfirm power customers and project-use customers.
3. Nameplate rating for federally owned generation from BPA's 2010 "White Book" on loads and resources.

4. Total operation revenue, as reflected on Page 31 of BPA's 2010 Annual Report.
5. Not an audited number.
6. FY 2008 number from 2010 BPA Rate Case Wholesale Power Rate Final Proposal, Statements A-F, WP-10-FS-BPA-09, July 2009.
7. Approximate percentage from the FY 2012 Congressional Budget
8. Calculated from 2009 data.
9. Includes 56 hydropower plants and 1 coal-fired plant.

What we market

Western markets power produced by 181 generators.



Our infrastructure



We maintain more than 17,000 miles of high- and extra-high-voltage transmission lines



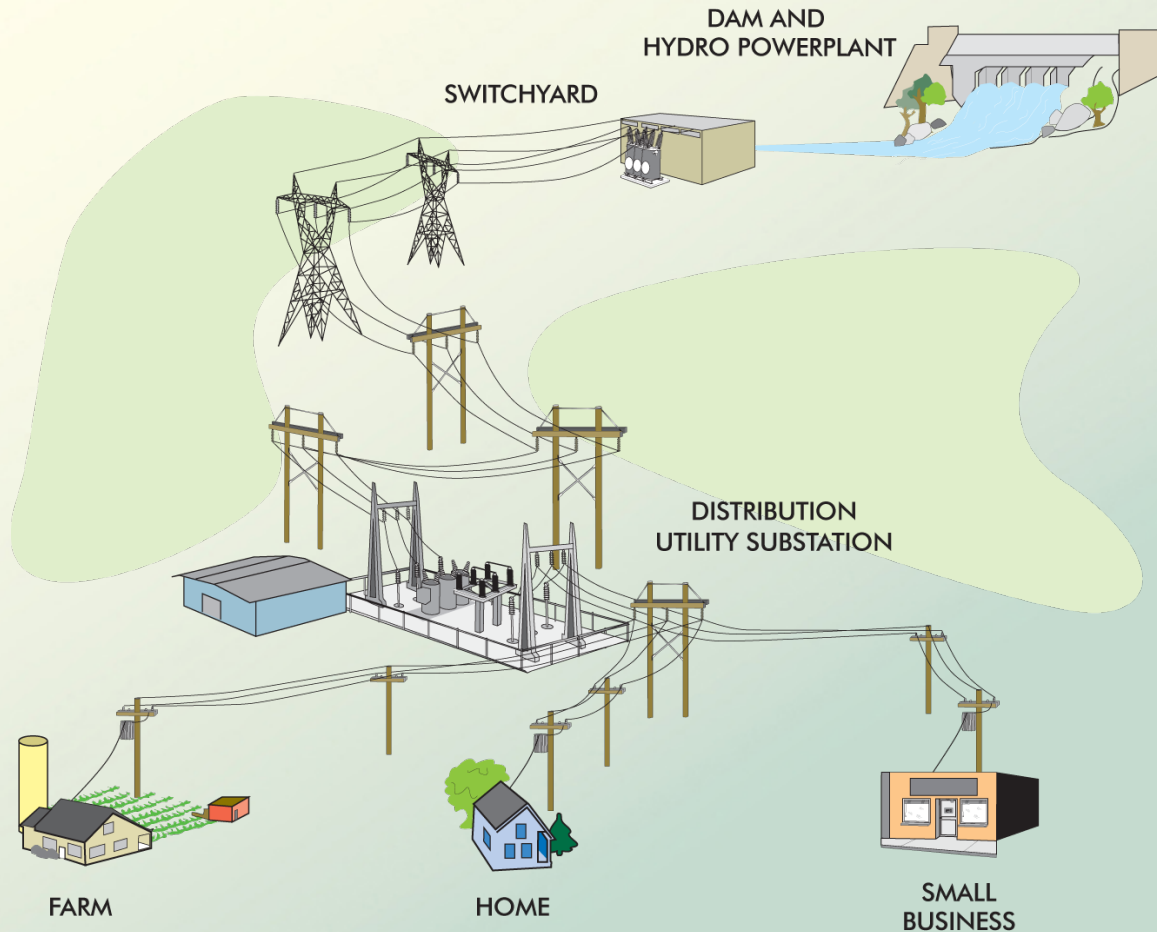
More about infrastructure



Maintain and operate
315 substations and
470 microwave and fiber
optic communication sites.



The Power Grid



Connecting to businesses

WESTERN'S SMALL BUSINESS ACHIEVEMENT/GOALS (As of 12/20/13)

ACHIEVEMENTS

Category	Percentages (%)
Small Business	86%
Small Disadvantaged Business	46%
8(a) Business Development	28%
Service Disabled Veteran	21%
Woman-Owned	23%
HUBZone	6%

FY 13 GOALS

Category	Percentages (%)
Small Business	70%
Small Disadvantaged Business	15%
8(a) Business Development	15%
Service Disabled Veteran	3%
Woman-Owned	10%
HUBZone	7%

ACHIEVEMENTS

Category	Percentages (%)
Small Business	77%
Small Disadvantaged Business	38%
8(a) Business Development	25%
Service Disabled Veteran	12%
Woman-Owned	25%
HUBZone	11%

FY 12 GOALS

Category	Percentages (%)
Small Business	70%
Small Disadvantaged Business	15%
8(a) Business Development	15%
Service Disabled Veteran	3%
Woman-Owned	10%
HUBZone	7%

Finding opportunities...


Navigate Western's website to find upcoming opportunities for your business!

Two Ways to Market your Firm to Western:

- 1) Visit our website: www.wapa.gov
 - In the “Working with Western” section on the home page, click “Doing Business”
- 2) DOE's Forecast Site – <http://hqlnc.doe.gov/forecast>

(1)

<http://ww2.wapa.gov/sites/western/business/selling/Pages/buys.aspx>

 Serving the West with Federal hydropower
Western Area Power Administration

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Doing Business

Selling to Western

What Western buys

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What Western buys

Western buys a wide variety of supplies, services, equipment and construction work. The DOE's [Forecast](#) identifies likely purchases for the upcoming year. However, our requirements may change due to unexpected maintenance activities, advances in technology and evolving program needs. Check [FedConnect](#) regularly for new solicitations or register for [FEDBizOpps](#) email updates.

Contractors: Western [Construction Standards](#) (4.51 MB pdf) and Drawings referenced in Construction Specifications and Proposals are now available online. The drawings are split into two PDF files for quick download. [Part 1](#) (6.61 MB pdf) and [Part 2](#) (6.49 MB pdf). Also available are Western's [Electrical Equipment standards](#) (383 KB pdf).

Contractors security requirements: To be eligible to work under a service contract at a Western site for a period of 180 consecutive days or more, all contract and subcontract employees must undergo a full background investigation. Use the [Background Investigations Standard Operating Procedures](#) to complete the process.

Here are some examples of Western purchases:

Construction work

- high-voltage electrical substations
- concrete foundations
- transmission lines
- wood pole treatment/inspection
- warehouse buildings
- asphalt/paving
- microwave & VHF communication systems
- roads
- site development
- grading, drainage, fencing and surfacing

Construction-related supplies

Home - Windows Internet Explorer
 http://www2.wapa.gov/sites/western/Pages/default.aspx


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Pick-Sloan-- Eastern Division FY 2015 rate adjustment

This summer, the Pick-Sloan Missouri Basin Program--Eastern Division will propose a minor rate adjustment for the project.


[Learn more...](#)

Pick-Sloan FY 2015 Rate Adjustment

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Regions

- Headquarters
- Colorado River Storage
- Desert Southwest
- Rocky Mountain
- Sierra Nevada
- Upper Great Plains



Working with Western

Doing business

- Selling to western
- Contractor payment
- Small businesses

Careers

- Current job openings
- Living conditions
- Qualification requirements




Spotlight

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 Estes-Flatiron Line Rebuild
 OATT
 Roadmap 2024
 Tribal Webinars

Projects

Asset Management
 ED5-PVH Project
 TransWest Express

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Doing Business

Doing business with Western

Selling to Western

Getting paid

Small businesses

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Western's purchasing staff is committed to obtaining the best value supplies, services, equipment and construction services. In a cost-effective, timely manner, we seek competition to the fullest extent possible and are dedicated to the highest standards of ethical conduct throughout the acquisition process. We support the U.S. Department of Energy's socioeconomic objectives by striving to award a fair portion of our total contracts to qualified [small businesses](#), businesses owned by socially or economically disadvantaged individuals and woman- and veteran-owned small firms.

Our Corporate Services Procurement Office purchases goods and services for use in the corporate office. Each [regional office](#) makes purchases for its specific region. Westernwide purchases may be made in any office. Solicitations estimated at over \$25,000 are announced on [FedBizOpps](#).

Western categorizes its acquisitions based on dollar value:

- Micro-purchases--less than \$3,000 and typically processed using Government VISA Purchase Card.
- Simplified Acquisitions--between \$3,000 and \$150,000.
- Contract actions--exceed \$150,000 in value.

Purchasing Forecast

For a list of purchases Western anticipates in the coming year, visit DOE's [Forecast of Opportunities](#) web page. Keep in mind that these requirements are only projections. They may be revised or canceled, depending on program budget funding or [departmental needs](#).

All Western's acquisitions comply with the [Federal Acquisition Regulations](#) and the [Department of Energy Acquisition Regulations](#).

(2)



WELCOME TO THE DEPARTMENT OF ENERGY'S ACQUISITION FORECAST

It is the policy of the Department of Energy (DOE) and the National Nuclear Security Administration (NNSA) to provide timely information to the public regarding DOE/NNSA's forecast of future prime contracting opportunities and subcontracting opportunities which are available via the Department's major site and facilities management contractors. This forecast has been expanded to also provide timely status information for ongoing prime contracting actions that are valued in excess of the simplified acquisition threshold. As the largest civilian contracting agency within the Federal government, the Department believes that enhancing the forecast to provide a greater level of advance and up-to-date information pertaining to the Department's future and ongoing contracting opportunities will substantially improve the nature of and accessibility to the kind of procurement information that is important to DOE/NNSA management, the public, industry, Congress, and other DOE/NNSA stakeholders.

Information contained in the forecast for future and ongoing transactions can be searched and sorted in a

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Finding More Business Opportunities

Department Of Energy Acquisition Forecast Opportunities by Contracting Activity

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ID	Acq. Type	FY	Expiration Date
135	Federal		
1	Battelle Energy Alliance, LLC		
1	National Energy Technology Laboratory		
2	National Nuclear Security Administration (NNSA)		
17	NNSA Service Center		
6	Office of Environmental Management Consolid Bus Cntr		
15	Southwestern Power Administration		
93	Western Area Power Administration (WAPA)		
93	Western Area Power Administration		
43	Sub Contract		
178			

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Finding More Business Opportunities

Department Of Energy Acquisition Forecast Opportunities by Contracting Activity

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	ID	Acq. Type	FY	Expiration Date
135	▼ Federal			
1	▶ Battelle Energy Alliance, LLC			
1	▶ National Energy Technology Laboratory			
2	▶ National Nuclear Security Administration (NNSA)			
17	▶ NNSA Service Center			
6	▶ Office of Environmental Management Consolid Bus Cntr			
15	▶ Southwestern Power Administration			
93	▼ Western Area Power Administration (WAPA)			
93	▼ Western Area Power Administration			
	DE065-12-0001	Commodities	2012	
	DE065-12-0002	Commodities	2012	
	DE065-12-0003	Commodities	2012	
	DE065-12-0004	Commodities	2012	
	DE065-12-0005	Commodities	2012	
	DE065-12-0006	Commodities	2012	
	DE065-12-0007	Services	2012	
	DE065-12-0008	Construction / Architect / Engineering	2012	
	DE065-12-0009	Construction / Architect / Engineering	2012	
	DE065-12-0010	Construction / Architect / Engineering	2012	
	DE065-12-0011	Construction / Architect / Engineering	2012	
	DE065-12-0012	Construction / Architect / Engineering	2012	
	DE065-12-0013	Construction / Architect / Engineering	2012	
	DE065-12-0014	Construction / Architect / Engineering	2012	
	DE065-12-0015	Construction / Architect / Engineering	2012	
	DE065-12-0016	Construction / Architect / Engineering	2012	

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- Major Prime Acquisition
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DEPARTMENT OF ENERGY ACQUISITION FORECAST

Summary Information

Anticipated Award	2012	Opportunity ID:	DE065-12-0020
Fiscal Year:			
FAR 15:	No	Last Updated:	10/04/2011 04:15 PM
Contract Type:	Prime Contract	Contracting Status:	Planned Opportunity
Contracting Activity:	Western Area Power Administration (WAPA)		
Departmental Element:	Western Area Power Administration		
Place of Performance:	SD - South Dakota	Activity Code:	065

Acquisition Detail

NAICS Code:	237130 (see http://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2007 for definitions & complete list)
Type of Acquisition:	Construction / Architect / Engineering
Other:	Construction Project Only
Acquisition Description:	Creston Substation Upgrade (UGP)
Incumbent Contractor:	Current Contract:
Expiration Date:	Estimated Dollar \$1M-\$5M Range:

Western's Small Business Program Manager (SBPM)

- Promotes and encourages SB Programs throughout Western
- Assists in connecting SB firms with appropriate Small Business Specialists and/or Procurement Managers via Western's website (www.wapa.gov), e-mail, and or phone
- Assists SB Firms in navigating through the “red tape” of government processes and assists in scheduling marketing and capability presentations with Program Managers for a given requirement.

Western's Small Business Specialists

- These are **VERY** important people to get to know!
- They help balance the SB Program objectives and goals with the regional program managers needs / requirements.
- They are Contracting Officers or Contract Specialists.
- They know the program/functional experts that initiate the requirements for services/supplies/construction.
- They are working the requirements ... this is where you want to actively market your firm.

How does Western do Market Research?

Construction Project Example:

- Substation or Transmission Line Project - NAICS - 237130
- Visit the parity programs first, i.e. 8(a), SDV, HUBZone, and WOSB/EDWOSB, if applicable
- If not 2 or more parity firms located through search of SB Dynamic Search (SBDS), then we solicit as a small business set-aside. If not 2 or more SB, than solicited Full and open

Examples of what Western buys...

Construction work

- high-voltage electrical substations
- concrete foundations
- transmission lines
- wood pole treatment/inspection
- warehouse buildings
- asphalt/paving
- microwave & VHF communication systems
- roads

- site development
- grading, drainage, fencing and surfacing

Construction-related supplies

- wood poles
- cement/concrete supplies
- reinforcing and structural steel
- building materials
- culverts

Examples of what Western buys, cont

Electrical materials and equipment

- electrical insulators
- switchgear and switchboard apparatus
- electrical wiring devices
- industrial controls
- electrical power measuring equipment
- current-carrying wiring devices
- detection or communication systems
- high-voltage power circuit breakers
- transformers, surge arrestors
- series capacitor banks
- shunt capacitor banks
- shunt reactors
- relays
- fault recorders
- SCADA and EMS systems
- metering transformers

Examples of what Western buys...

Miscellaneous supplies and services

- training services
- administrative services
- facility support services
- graphics services
- technical services
- office supplies
- computer equipment
- computer maintenance
- computer repair
- office furniture
- financial audit services
- consulting services
- software

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/HQ

Type of Acquisition: Commodities

Acquisition Description: Western-wide Dead Tank Power Circuit Breaker Multiple Award IDIQ, 15kV-245kV

Type of Action: Competitive 8(a) set-aside | **NAICS Code:** 335313

Estimated Dollar Range: \$50M– 5-Year Contract , 2 awards |
RFP Date: October 2014

Contact Info: Venus De Liso, deliso@wapa.gov, 720-962-7234

Deirdre Daly, Contracting Officer, daly@wapa.gov,
720-962-7156

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/HQ

Type of Acquisition: Support Services

Acquisition Description: Western-wide IT support services for database administration, programming, call center, system administration, hardware, network, and cyber security

Type of Action: Competitive SDVOSB set-aside | **NAICS Code:** 541519

Estimated Dollar Range: \$24M 5-Year Contract |

RFP Date: July 2014

Contact Info: Venus De Liso, deliso@wapa.gov, 720-962-7234

Deirdre Daly, Contracting Officer, daly@wapa.gov,
720-962-7156

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/UGP

Type of Acquisition: Construction

Acquisition Description: Multiple Award Construction IDIQ for Upper Great Plains Region covering ND, SD, MT, IA, NE, MN, WY for concrete, grading, and building work for substation expansion and upgrade projects

Type of Action: Competitive 8a set-aside

NAICS Code: 237130

Award Value: \$9M/ Up to 3 awards

RFP Date: July 2014

Contact Info: Dana Kostel, kostel@wapa.gov, 605-353-2642

Jonathan Dittmer, Contracting Officer, dittmer@wapa.gov, 605-353-2641

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/DSW

Type of Acquisition: Construction

Acquisition Description: ED2-ED4 Transmission Line re-build. Replace 9.2mi. 115kV Wood H-frames with 230kV double circuit steel monopoles. R/R conductor, insulators, poles, hardware on single circuit

Type of Action: Total SB set-aside

NAICS Code: 237130

Award Value: Between \$1M-\$5M

RFP Date: June 30, 2014

Contact Info: Susan Ethridge, Contracting Officer, ethridge@wapa.gov, 602-605-2504

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/UGP

Type of Acquisition: Commodities

Acquisition Description: 345kV-230kV Autotransformers (2 each) NE

Type of Action: Total SB set-aside

NAICS Code: 335311

Award Value: \$3M

RFP Date: August 2014

Contact Info: Dana Kostel, kostel@wapa.gov, 605-353-2642

Jonathan Dittmer, dittmer@wapa.gov, 605-353-2641

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/RMR

Type of Acquisition: Construction

Acquisition Description: Install OPGW Cheyenne County, NE and El Paso, Fremont, and Chaffee Counties, CO

Type of Action: Total SB set-aside

NAICS Code: 237130

Award Value: Magnitude between \$5M-\$10M

RFP Date: July 2014

Contact Info: Frances Gutierrez, gutierre@wapa.gov, 970-461-7208

Amy Wright, Contracting Officer, awright@wapa.gov, 970-461-7523

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/HQ

Type of Acquisition: Support Services

Acquisition Description: Western-wide Security Guard Services within Western's 15 state area

Type of Action: Total SB set-aside

NAICS Code: 561612

Award Value: \$12M

RFP Date: January 2015

Contact Info: Venus De Liso, deliso@wapa.gov, 720-962-7234

Tiffany Atchison, Contracting Officer, atchison@wapa.gov, 720-962-7158

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/SNR

Type of Acquisition: Support Services

Acquisition Description: IT Support Services

Type of Action: Total SB set-aside

NAICS Code: 541519

Award Value: \$7M/ 5 years

RFP Date: January 2015

Contact Info: Eric Samuels, samuels@wapa.gov, 916-353-4537

Sharon Bates, Contracting Officer, sbates@wapa.gov, 916-353-4469

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/SNR

Type of Acquisition: Support Services

Acquisition Description: Engineering Support Services

Type of Action: Total SB set-aside

NAICS Code: 561612

Award Value: \$3M/ 5-years

RFP Date: January 2015

Contact Info: Eric Samuels, samuels@wapa.gov, 916-353-4537

Sharon Bates, Contracting Officer, sbates@wapa.gov, 916-353-4469

Current Forecast Opportunities

Program/Site Office Name: Western Area Power Administration/SNR

Type of Acquisition: Support Services

Acquisition Description: Administrative Support Services

Type of Action: GSA Total SB set-aside

NAICS Code: 561110

Award Value: \$10M

RFP Date: January 2015

Contact Info: Eric Samuels, samuels@wapa.gov, 916-353-4537

Sharon Bates, Contracting Officer, sbates@wapa.gov, 916-353-4469

Contact us

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Sierra Nevada Region (SNR) Folsom, CA

Eric Samuels
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samuels@wapa.gov

Upper Great Plains Region (UGP) Huron, SD

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